

03-C-1822

(Do Not Write Above This Line)

A Communication by Mayor
Shirley Franklin:

Appointing Steven J. DeFrancis
to serve as a member of the
Municipal Market Board (Real
Estate position) of the City of
Atlanta. This appointment is for
a term of two (2) years,
scheduled to begin on the date of
Council confirmation.

CONFIRMED BY

NOV 03 2003

COUNCIL

- ☐ CONSENT REFER
☐ REGULAR REPORT REFER
☐ ADVERTISE & REFER
☐ 1st ADOPT 2nd READ & REFER
☐ PERSONAL PAPER REFER

Date Referred 10/20/03

Referred To: Comm on Council / C

Date Referred

Referred To:

Date Referred

Referred To:

First Reading

Committee _____
Date _____
Chair _____
Referred To _____

Committee

Date

Chair

Action

Fav, Adv, Hold (see rev. side)

Other

Members

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Committee

Date

Chair

Action

Fav, Adv, Hold (see rev. side)

Other

Members

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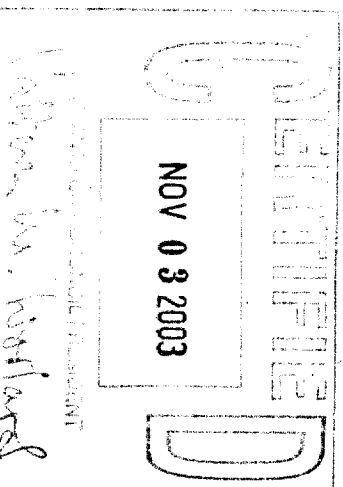
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Refer To

- FINAL COUNCIL ACTION
☐ 2nd ☐ 1st & 2nd ☐ 3rd
Readings
☐ Consent ☐ V Vote ☒ RC Vote

CERTIFIED

NOV 03 2003



CERTIFIED

NOV 03 2003

Shirley Franklin
MUNICIPAL CLERK

MAYOR'S ACTION



CITY OF ATLANTA

55 TRINITY AVENUE, S.W.
ATLANTA, GEORGIA 30335-0300
TEL (404) 330-6100

SHIRLEY FRANKLIN
MAYOR

RECEIVED

OCT 10 2003

MUNICIPAL CLERK

03-C -1822

October 20, 2003

President Cathy Woolard and
Members of Atlanta City Council
City Hall, Suite 2900 South
68 Mitchell Street
Atlanta, Georgia 30335

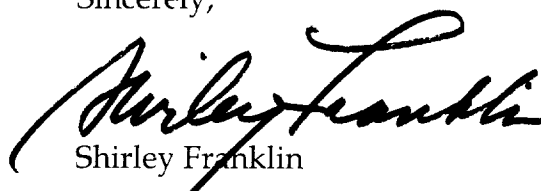
RE: APPOINTMENT TO MUNICIPAL MARKET BOARD

Dear President Woolard and Members of the Council:

It is a pleasure for me to appoint Steven J. DeFrancis to serve as a member of the **Municipal Market Board (Real Estate slot)** of the City of Atlanta. This appointment is for a **term of two (2) years**, scheduled to begin on the date of Council confirmation.

I am confident that Mr. De Francis will serve the Municipal Market Board and the City of Atlanta with distinction. A resume is attached for your perusal.

Sincerely,



Shirley Franklin

CONFIRMED BY

NOV 03 2003

COUNCIL

658.7089

To: Greg Pridgeon
For Municipal Mtg Bd
(Real Estate slot) - replacing Rick Skelton, who resigned

Steven J. DeFrancis

241 Peachtree Street, Suite 300 • Atlanta, Georgia 30303
(404) 965-3971 • sdefrancis@capitol-development.com

A real estate development professional with over ten years of progressive affordable housing experience. Cultivated a property management company, Capitol Realty, into a multi-faceted construction, management and development company encompassing both market rate and affordable housing. Extensive knowledge in LIHTC development from project inception to completion.

Professional Experience:**CAPITOL DEVELOPMENT GROUP** – Atlanta, Georgia

1998 to Present

Principal – Managing Partner

Privately held real estate development firm specializing in affordable housing and senior affordable housing in the Southeast. Revenue in excess of \$3MM annually and assets of \$30MM+. Developed 2,600+ units since inception in 1996

Heavily involved with the day-to-day functions of the pre-development and construction phases of development projects. Provide key operations support for the company, which include site selection, contract negotiation, and fiduciary responsibility for over 30 entities and numerous partnerships.

- Work closely with elected officials to obtain support for LIHTC developments. Present site plans and development goals to communities via public meetings and discussions with local residents.
- Work closely with equity and financing providers to ensure projects are within the specified terms.
- Oversee General Contractors and Sub-Contractors during the development process to ensure deadlines are met.
- Essential in securing direct ownership and development experience in the Florida market by developing strategic partnerships and rapport.

CAPITOL REALTY MANAGEMENT – Atlanta, Georgia

1993 to 2001

President – Owner

A family owned real estate brokerage and property management firm located in East Atlanta. Managed approximately 2,000 units combining commercial, multi-family, and single family housing. Essential in the re-development of the East Atlanta Village.

Assumed control of the company in 1993 and actively began managing daily operations seeking new business opportunities. Led and managed a Real Estate portfolio of \$45MM+ that included rental properties throughout the Atlanta market.

- Served as managing broker for five agents specializing in Real Estate investments.
- Effectively maintained operations while relocating offices.
- Provided guidance and coaching to managers and support to insure issues were resolved appropriately and quickly.
- During the acquisition phase provided knowledgeable and reliable information to prospective buyers and transitioned the company to the new owner.

Education:**BBA – Concentration in Real Estate**, graduated in 1993**Professional Licenses & Memberships:**

State of Georgia Real Estate Commission: **Licensed Broker, #170850**
Atlanta Homebuilders Association: **Member**
East Atlanta Business Association: **Founding Member**

RCS# 5140
11/03/03
2:16 PM

Atlanta City Council

Regular Session

MULTIPLE 03-C-1484 03-C-1821 03-C-1822 03-C-1824

CONFIRM

YEAS: 11
NAYS: 0
ABSTENTIONS: 0
NOT VOTING: 2
EXCUSED: 0
ABSENT 3

Y Smith	Y Archibong	Y Moore	Y Mitchell
B Starnes	Y Fauver	B Martin	Y Norwood
Y Young	Y Shook	Y Maddox	B Willis
Y Winslow	NV Muller	Y Boazman	NV Woolard

MULTIPLE